

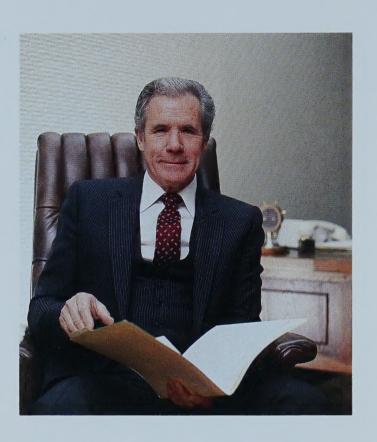
Scott Paper Limited 1981 Annual Report

Head Office/Vancouver, British Columbia Plants/New Westminster, British Columbia; Crabtree and Lennoxville, Quebec Sales Offices/Vancouver, Winnipeg, Toronto, Montreal and Dartmouth

Ce rapport annuel est publie en français et anglais. Si vous désirez en obtenir un exemplaire additionnel, priere d'adviser le Secretaire.



Cover picture: Ever since Scott Paper introduced paper towels to Canadian consumers, these products have been constant leaders in their market segment. Excellent quality and appearance continue to keep Viva Towels in top demand. New packaging for Scott Family Napkins was introduced late in 1981 and CutRite wax paper also has a new look. This old favourite is gaining popularity through its use in microwave cookery.



Chairman's Message to Shareholders and Employees

We are pleased to submit the Annual Report for 1981. Financial results were favourable and on objective for the year and there were several exciting and important new developments which will have a positive impact on the future growth of the business.

Turning first to the financial highlights for 1981, net sales increased by 11% from \$157,035,000 to \$174,331,000 and net income after taxes amounted to \$8,321,000 compared to \$7,430,000, for an increase of 12%. Earnings per share were \$3.28 for the year compared to \$2.98 in 1980. The number of shares outstanding at year end was 2,535,750, up by 44,900 due to the conversion of options under the Stock Option Plan for senior employees. Dividend payments totalled 95¢ per share, as against 85¢ per share paid in 1980, marking the 51st consecutive year of dividend payments for the company.

Total cash flow reached \$14,735,000, increasing by 15.2% over 1980. Capital expenditures for the year amounted to \$13,175,000 compared to \$5,010,000 in 1980. Engineering and property acquisition costs

Financial Highlights

FOR THE YEAR	1981_	1980	
	(thousands	of dollars	percent
	except pe	er share)	change
Net sales	\$174,331	\$157,035	11.0
Depreciation	4,004	5,399	(19.2)
Interest expense	2,628	2,561	2.6
Income before taxes	13,421	11,690	14.8
per share	5.29	4.69	10.7
Income taxes	5,100	4,260	19.7
Income after taxes	8,321 3.28	7,430	12.0
per share Dividends	2,391	2.98 2,107	13.5
per share	.95	.85	13.5
Income reinvested in the business	5,930	5,323	11.4
Cash flow from operations	14,211	12,438	14.3
per share	5.60	4.99	
Capital expenditures	13,175	5,010	163.0
Salaries, wages and benefits	46,244	40,731	13.5
AT YEAR END			
Ratio current assets to current liabilities	1.5	1.7	
Long term debt		\$ 15,296	
Shareholders' interest per share		\$ 18.47	
Number of shares outstanding at year end		2,490,850	
Number of shareholders	1,484	1,353	

relating to the new paper machine at New Westminster account for much of the increase in expenditures. Depreciation charged for the year amounted to \$4,364,000 compared to \$5,399,000 in 1980. The decline is a result of the completion in 1980 of a program of accelerated depreciation in respect of certain assets. Deferred income taxes rose by \$1,500,000 primarily as a result of an increase in the amount of capital cost allowances generated by the capital expenditures during the year.

Looking over the past five years, a quick comparison of results for 1981 shows sales have increased approximately 75% and earnings have more than doubled since 1976.

Scott trademark products performed well in a weak economy and in a competitive environment characterized by high levels of price discounts. Repositioning of product lines resulted in a stronger competitive position and improved values which contributed to the growth in sales.

New colours, packaging and print designs were introduced amongst improvements added to almost all consumer products during the year.

Our manufacturing operations benefited from capital expenditures made during prior years and the continued availability of low cost inhouse fibers in both the eastern and western manufacturing divisions provided major benefits offsetting the costs of purchased chemical pulps. Chemical pulp prices did not increase as rapidly as anticipated which moderated the need for increases in selling prices of our products.

As indicated at the beginning of this report, several events during the year stand out in terms of their future significance. In October, the company announced a five-year capital spending program involving the three manufacturing plants at New Westminster, British Columbia, Crabtree and Lennoxville, Quebec. The first commitments under this program include a new 40,000 ton per year high technology paper

machine, related converting equipment and services amounting to \$63 million in New Westminster. These facilities are scheduled for start-up early in 1984 and will be located on newly acquired land adjacent to the existing plant on the north arm of the Fraser River. New Westminster plant capacity will be in excess of 100,000 tons per year when the project is completed.

The plans in Quebec include modernization of the #4 paper machine at Crabtree and the machine at Lennoxville in a program designed to enhance both the quality and efficiency capabilities of these machines. Additional converting facilities are involved at each location and expanded pulping capacity is under active consideration at Crabtree. The paper machine modifications are expected to be complete in 1983 at both locations. Capital spending on the eastern programs, including pulping facilities, will amount to \$30 million.

Financing of the foregoing projects will be from internally generated cash flows, an extension of credit facilities at the Royal Bank of Canada, and very favourable terms related to the purchase of the paper machine from Sweden. It will be noted that the present level of internal cash flow, augmented by further deferred income taxes, will finance a high proportion of the \$90,000,000 capital spending planned over the next several years. The balance of the \$150,000,000 program announced in October will be completed when economic conditions warrant. At that time, additional long term financing will be required.

We are pleased to note that the investment in Eastern Canada is being financed in part by a capital grant under the Pulp and Paper Industry Modernization Program operated jointly by the Federal Government, Department of Regional Economic Expansion and the Quebec Government, Department of Energy and Resources. The amount of the grant is related to the total investment in qualifying facilities and will be approximately \$4,000,000, based on existing plans.

We also wish to acknowledge the support and cooperation of the City of New Westminster in dealing with the complex subdivision matters associated with the new property there.



Scott Paper Limited was first to introduce the champagne group of bathroom tissues to the Canadian market. This new decorator shade has proved a strong consumer favourite in all Scott brands.

The 1980 Annual Report stated that intensive negotiations were underway with the Ministry of Forests of the Province of British Columbia to increase the amount of cottonwood acreage under our management for the supply of logs for the groundwood pulp mill in New Westminster. We are pleased to report that the Ministry has called for applications for a deciduous tree farm license made up of several parcels of good cottonwood producing areas in the southern coastal region of British Columbia. The company has applied and the hearings are scheduled for the end of March.

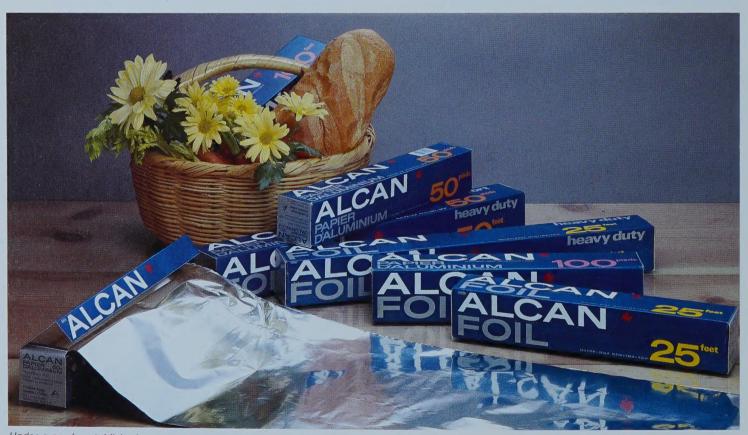
During the fall, we also announced two important and unique developments — the first being an agreement with the Canadian Ladies Curling Association to sponsor the 1982 Canadian Ladies Curling Championships, the second being an agreement with the Foil Division of Alcan Products Canada Limited to market Alcan's retail foil products nationally, commencing in January 1982.

The Canadian Ladies Curling Championship is

to be held in Regina in late February and will be known as the Scott Tournament of Hearts. Over the years, the tournament has aroused widespread national interest and we believe it will serve as an excellent promotional vehicle for our products. We are pleased to have the opportunity to support the tournament and the Canadian Ladies Curling Association.

The arrangement with Alcan is based on an Agency Agreement whereby Scott will assume the sales and marketing responsibility for the Alcan foil line within our consumer products division. The Alcan foil line has a strong franchise across Canada, it fits in well with our own sales and sales promotional program, and is complimentary to our own support of CutRite wax paper. We are looking forward to a long and beneficial association with Alcan.

Sancella, our joint venture company with Molnlycke A.B. of Sweden, increased its sales volumes and expanded its capacity to support the introduction of new products in the Canadian health care market. New manufacturing facilities



Under a newly established agreement with the Foil Division of Alcan Products Limited, the Alcan Foil line joins Scott's consumer products division. We look forward to the responsibility for national sales and marketing of these quality products.



Scott's fine line of commercial division products provides an extra touch of quality for a steadily growing list of industrial, institutional and business concerns who wish to supply the best in paper products for staff and customers.

have been established at the Scott Paper Limited plant at Crabtree, Quebec.

The enthusiasm and diligence of our people throughout the company was again much in evidence during 1981. As business becomes more complex and competitive, the attitude and determination of our employees is more important than ever. Formal communications programs with Scott people throughout the company were undertaken during the year under a program entitled "Focus Meetings". These meetings include a formal report on the company, its progress and prospects, open and informal discussions and an exchange of views on subjects of interest and concern. The Focus meetings have become a most important part of the company's internal communications program.

Interest in the annual Stock Purchase Plan was at an all-time high, as approximately 25% of all employees participated in the 1981 Plan.

Early in 1981, Mr. William S. Wesson of Scott Paper Company of Philadelphia was appointed President of Scott Paper International Inc. and a director of Scott Paper Limited, succeeding Mr. James D. Stocker, Jr., who was elected Senior Executive Vice President of Scott Paper Company. The strong and enthusiastic support we have had from Scott Paper Company, its officers and management has been a very major factor in the development of this company.

Mr. Bernard A. Goulet, Group Vice President, has elected to retire after a very distinguished career. Mr. Goulet, who had been responsible for manufacturing, ventures and quality control, will remain as a director. His management responsibilities will be assumed by Mr. Robert T. Stewart, who has been appointed Executive Vice President. Mr. Stewart is a director of the company and will continue to be responsible for all marketing operations.

Your directors and management are enthusiastic and confident about the future. However, progress could be slowed by the weak economic environment, certainly during 1982 and possibly beyond. Most economic forecasts

for the 1980's predict a healthy and growing economy in Canada and our own forecasts parallel this outlook. Nevertheless, at the present time, our economy is in a deep recession with little evidence of a change in sight.

We see a concerted effort in the U.S. to lower taxes and the cost of government. We also see a discipline of lower salary and wage increases and a decline in the rate of inflation. This should result in an improved investment climate and the creation of jobs.

Unless government in Canada can set an example of restraint and unless expectations by the total work force are reduced, Canada's competitive position will continue to erode. An improvement in the investment climate and employment opportunities will only develop with a change in direction and leadership.

We wish to thank our customers, suppliers and employees for their strong support and we look forward to another year of progress at Scott Paper Limited.

FOR THE BOARD OF DIRECTORS

George L. O'Leary Chairman



Artist's rendition shows site for new high-technology #4 paper machine and related facilities to be installed at the Western Manufacturing Division, New Westminster. Expansion is first phase of a \$150 million program involving all three manufacturing operations.

Consolidated Statements of Income and Retained Income

	Year ended December 3		
	_1981	1980	
	(in thou	ısands)	
Income:			
Sales, less allowances and excise taxes Investment and other	\$174,331 915	\$157,035 1,082	
	175,246	158,117	
Expenses (Note 6):			
Cost of products sold Selling and distribution expenses Research and development expenses Administrative and general expenses Debenture interest and amortization	118,126 30,703 2,089 8,279	107,433 28,789 1,330 6,314	
of issue costs	1,683 945	1,781 780	
	161,825	146,427	
Income before income taxes	13,421	11,690	
Income Taxes:			
Current	3,600 1,500 5,100	4,740 (480) 4,260	
Income for the year	\$ 8,321	\$ 7,430	
Income per share	<u>\$3.28</u>	<u>\$2.98</u>	
Retained Income:			
Retained income at beginning of year	\$ 38,672 8,321	\$ 33,349 	
Dividends (Note 8)	46,993 2,391	40,779 2,107	
Retained income at end of year	<u>\$ 44,602</u>	\$ 38,672	

Consolidated Statement of Financial Position

	Year ended December		
	1981	_1980	
Current assets:	(in thou	sands)	
Cash Short-term investments Trade and other accounts receivable Inventories (Note 2) Prepaid expenses	\$ _37 	\$ 33 7,000 11,039 34,096 362 52,530	
Current liabilities:			
Bank indebtedness Accounts payable and accrued liabilities Income taxes payable Current portion of long-term debt (Note 4)	14,784 19,635 — 770	11,230 16,478 3,157 770	
,	35,189	31,635	
Working capital	19,262	20,895	
Add: Non-current assets — Fixed assets (Note 3) Unamortized debenture discount and issue expenses Miscellaneous assets	60,387 213 100 60,700	51,648 252 166 52,066	
Deduct: Non-current liabilities —			
Sinking fund debentures (Note 4) Deferred income taxes	14,494 13,153	15,296 	
Net assets	<u>27,647</u> <u>\$52,315</u>	<u>26,949</u> <u>\$46,012</u>	
Shareholders' interest:			
Share capital (Note 5)	\$ 7,713 44,602 \$52,315	\$ 7,340 <u>38,672</u> \$46,012	

APPROVED BY THE BOARD OF DIRECTORS:

G. L. O'Leary Director

W. D. H. Gardiner

Director

Consolidated Statement of Changes in Financial Position

	Year ended December 31		
	1981	1980	
	(in thous	sands)	
Financial resources were provided by:			
Operations — Income for the year Items which did not involve an (inflow) outflow of working capital —	\$ 8,321	\$ 7,430	
Depreciation Deferred income taxes Amortization of debenture issue costs (Gain) loss on disposal or retirement of fixed assets	4,364 1,500 39 (13)	5,399 (480) 44 45	
Decrease in miscellaneous assets Issue of common shares Proceeds on disposal of fixed assets	14,211 66 373 <u>85</u> 	12,438 51 293 6 12,788	
Financial resources were used for: Additions to fixed assets	13,175	5,010	
Dividends	2,391 802	2,107 1,040	
	16,368	8,157	
(Decrease) increase in working capital during the year	(1,633)	4,631	
Working capital at beginning of year	20,895	16,264	
Working capital at end of year	\$19,262	\$20,895	

Auditors' Report

To the Shareholders of Scott Paper Limited:

We have examined the consolidated statement of financial position of Scott Paper Limited as at December 31, 1981 and the consolidated statements of income and retained income and changes in financial position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests and other procedures as we considered necessary in the circumstances.

In our opinion, these consolidated financial statements present fairly the financial position of the Company as at December 31, 1981 and the results of its operations and the changes in its financial position for the year then ended in accordance with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

February 16, 1982 Vancouver, B.C. Price Waterhouse Chartered Accountants

Notes to Consolidated Financial Statements, December 31, 1981

- 1. Summary of significant accounting policies:
 - (a) Principles of consolidation— The consolidated financial statements include the accounts of Scott Paper Limited and its wholly-owned subsidiaries, Omega Products Limited, Westminster Paper Company Limited and West Tree Farms Limited.
 - (b) Inventories— Inventories of finished products and work-inprocess are valued at the lower of average cost and market value determined on the basis of net realizable value. Raw materials and supplies are valued at average cost which is not in excess of replacement cost.
 - (c) Depreciation and amortization—
 Fixed assets—
 Depreciation is provided on buildings, machinery and equipment on a straight-line basis over their estimated useful economic lives at rates ranging from 2½% to 20% of original cost per annum.

 Debenture discount and issue expenses—
 The amortization of debenture discount and issue expenses is provided on a basis related to the principal amount outstanding.
 - (d) Capitalization of interest— The Company capitalizes interest costs related to major capital expenditures during the period of construction.

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2.	Inva	nto	riec.
C .	IIIVC	1100	ries:

Inventories consist of—			
	December 31		
	1981	1980	
	(in thou	sands)	
Finished products and work-in-process	\$26,675	\$21,903	
Raw materials and supplies	14,468	12,193	
	\$41,143	\$34,096	

Fixed assets:

Fixed assets:		
Fixed assets consist of—		
	Decemb	er 31
	1981	1980
	(in thous	ands)
Land, at cost	\$ 3,091	\$ 757
Buildings, machinery and		
equipment, at cost Less: Accumulated	105,925	95,423
depreciation	48,629	44,532
Net book value of		
depreciable assets	57,296	50,891
	\$60,387	\$51,648

The Company has announced major capital expenditure programs with total costs estimated at \$93 million through 1986. As at December 31, 1981, approximately \$8 million has been spent on these programs.

4. Sinking fund debentures:

	December 31				
	1981			1980	
	8 ³ / ₄ % Series A	11%% Series B	Total_	Total	
Principal amount issued	(in thousands)				
Principal amount issued	\$12,000	\$11,000	\$23,000	\$23,000	
Principal amount outstanding	\$ 7,344	\$ 7,920	\$15,264	\$16,066	
Less: Payments due within one year		770	770	770	
	\$ 7,344	\$ 7,150	\$14,494	\$15,296	

Sinking fund debentures, continued

83/4 % sinking fund debentures, Series A—
The Series A debentures were issued on July 2, 1971 with a maturity date of July 2, 1991 and require that mandatory sinking fund payments be made in each of the years 1974 to 1990 to retire \$360,000 of the debentures per annum with an option to retire a further \$180,000 per annum. At December 31, 1981 the Company had \$1,416,000

of debentures available to meet future sinking fund requirements.

11%% sinking fund debentures, Series B-

The Series B debentures were issued on December 9, 1975 with a maturity date of October 31, 1990 and require that mandatory sinking fund payments be made in each of the years 1978 to 1989 to retire \$770,000 of the debentures per annum.

The trust agreement contains a distribution test formula which limits the availability of retained income for payment of dividends. As at December 31, 1981 approximately \$29,000,000 is available for distribution under the most restrictive tests.

Minimum sinking fund payments required for Series A and B debentures in each of the five years following December 31, 1981 is as follows—

1982	\$ 770,000*
1983	\$ 770,000*
1984	\$ 770,000*
1985	\$ 794,000*
1986	\$1,130,000

^{*}Net of amounts acquired and lodged for future sinking fund requirements.

5. Share capital:

The authorized share capital of the Company consists of 6,000,000 common shares without par value of which 2,535,750 (1980 — 2,490,850) are issued and outstanding. Of the 3,464,250 unissued shares, 14,250 are reserved for options under the "Key Employee Stock Option Plan". The following options are outstanding (but not yet exercised)—

Number of shares	Option price per share	Expiry date
7,500	\$11.25	April 24, 1984
4,300	\$13.75	September 11, 1984

During 1981 the following options were exercised—

41,550 shares purchased at \$ 8.00 2,250 shares purchased at \$11.25 1,100 shares purchased at \$13.75

44,900

6. Expenses include:

Expenses include.		
	Decem	nber 31
	1981	1980
	(in thou	usands)
Depreciation	\$4,364	\$5,399
Remuneration of 20 directors and senior officers	\$1,274	\$1,137
Research and development costs paid to parent		
company	\$1,240 ======	\$ 850

7. Pension plans:

The Company's hourly employees at the Western Manufacturing Division are members of an industry pension plan to which the Company contributes. In addition, the Company has a number of contributory pension plans. participation being available to substantially all of its other employees. Length of service and individual earnings determine the pensions and retirement benefits for all members of the Company plans. It is the Company's practice to provide for its portion of the cost of pensions and retirement benefits accrued, through charges to earnings determined by periodic actuarial computations. The most recent actuarial reports revealed that the plans were, in aggregate, fully funded.

8. Dividends paid:

The Company paid four quarterly dividends during the year amounting in total to \$2,391,000. Dividends were paid at a rate of 22.5 cents per share for the first and second quarters and were increased to a rate of 25 cents per share for the third and fourth quarters.

Ten Year Review

Sales and Earnings	1981	1980	<u>1979</u> (thou	1978 sands of c	1977 dollars exc	1976 cept per	1975 share)	1974	1973	1972
Net sales Depreciation Interest expense Income before taxes Income taxes Income after taxes	\$174,331 4,364 2,628 13,421 5,100 8,321	157,035 5,399 2,561 11,690 4,260 7,430	140,522 4,732 2,660 9,806 3,542 6,264	116,539 4,661 2,705 6,555 2,316 4,239	103,884 3,831 2,471 5,674 2,015 3,659	99,431 3,869 2,306 6,143 2,578 3,565	84,629 3,286 2,115 5,404 2,445 2,959	73,571 3,008 1,220 5,523 2,586 2,937	56,295 2,394 1,099 3,538 1,544 1,994	48,118 2,031 1,103 3,244 1,557 1,687
Per Share*										
Income before taxes Income after taxes Cash flow-operations Dividends paid Shareholders' equity	\$ 5.29 3.28 5.60 .95 20.63	4.69 2.98 4.99 .85 18.47	3.99 2.55 4.86 .65 16.45	2.70 1.75 4.54 .49 14.63	2.36 1.52 3.90 .43 13.42	2.56 1.49 3.74 .40 12.33	2.25 1.23 3.21 .40 11.25	2.30 1.22 3.10 .33 10.41	1.47 .83 2.34 .33 9.52	1.35 .70 1.78 .32 9.03
Number of shares outstanding (thousands)	2,536	2,491	2,456	2,426	2,402	2,400	2,400	2,400	2,400	2,400
(modsands)	2,000	2,401	2,400	2,420	2,402	2,400	2,400	2,400	2,400	2,400
Condensed Funds S	tatement									
Source of funds —operations —long-term financing	\$ 14,211	12,438	11,938	11,026	9,373	8,983	7,705	7,447	5,619	4,266
and other	524	350	866	296	37	38	10,892	58	429	55
	14,735	12,788	12,804	11,322	9,410	9,021	18,597	7,505	6,048	4,321
Expenditures for —fixed assets —dividends —repayment of long-term borrowing	13,175 2,391	5,010 2,107	5,255 1,589	7,773 1,179	9,813 1,040	7,589 960	7,056 960	7,816 800	5,677 800	3,087 760
and other	802	1,040	3,098	1,089	1,139	195	13	763	608	
	16,368	8,157	9,942	10,041	11,992	8,744	8,029	9,379	7,085	3,847
Net increase (decrease) in working capital	\$ (1,633)	4,631	2,862	1,281	(2,582)	277	10,568	(1,874)	(1,037)	<u>474</u>
Financial Pacition										
Financial Position Current assets Current liabilities Working capital	\$ 54,451 35,189 19,262	52,530 31,635 20,895	42,421 26,157 16,264	33,307 19,905 13,402	33,727 21,606 12,121	31,215 16,512 14,703	25,960 11,534 14,426	23,416 19,558 3,858	13,974 8,242 5,732	13,248 6,479 6,769
Fixed assets at net book value Long-term debt	60,387 14,494	51,648 15,296	52,088 16,336	52,027 19,286	49,106 20,354	43,170 21,464	39,480 21,633	35,740 10,636	31,031 11,400	28,206 12,000

^{*}Years 1972-1977 have been restated to reflect a 3 for 1 share split on December 4, 1978.

Officers and Executive Management

GEORGE L. O'LEARY

Chairman, President & Chief Executive Officer

JAMES C. BOYLE

Division Vice President (Industrial Marketing)

W. MICHAEL FERRIE

Division Vice President (Corporate Personnel)

BERNARD A. GOULET

Group Vice President

SERGE GUAY

Division Vice President.

General Manager, Eastern Manufacturing Division

JOHN J. HERB

Secretary

DOUGLAS HOLME

Corporate Vice President (Corporate Development)

RALPH M. KITOS

Division Vice President,

General Manager, Western Manufacturing Division

PETER J. PETERS

Group Vice President & Treasurer

JOHN F. PHILIP

Division Vice President (Ventures)

JOHN M. REID

Controller

ROBERT T. STEWART

Group Vice President

DAVID H.R. STOWE

Corporate Vice President (Consumer Marketing)

Transfer Agent and Registrar

THE CANADA TRUST COMPANY Vancouver, Calgary, Toronto, Montreal and Halifax

Stock Listings

Vancouver, Toronto and Montreal Stock Exchanges

Operating Subsidiary

West Tree Farms Limited

Joint Venture Company

50% Interest in Sancella Inc.

Board of Directors

H. CLARK BENTALL*

Chairman

Dominion Construction Co. Ltd.

Vancouver, B.C.

GILBERT C. CLARKE

Retired Businessman

London, Ontario

W. DOUGLAS H. GARDINER †

Retired Businessman

Vancouver, B.C.

BERNARD A. GOULET

Group Vice President

Vancouver, B.C.

CHESTER A. JOHNSON †

President and Chief Executive Officer

West Fraser Timber Co. Ltd.

Vancouver, B.C.

H. GORDON MACNEILL

President & Chief Executive Officer

Jannock Limited

Toronto, Ontario

GEORGE L. O'LEARY *†

Chairman, President

& Chief Executive Officer

Vancouver, B.C.

PETER J. PETERS *

Group Vice President

Vancouver, B.C.

ROBERT T. STEWART

Group Vice President

Vancouver, B.C.

MARCELLIN TREMBLAY

Vice President

L'Association Canadienne des Compagnies

D'Assurances de Personnes Inc.

Montreal, Quebec

WILLIAM S. WESSON *

President

Scott Paper International Inc.

Philadelphia, Pa.

* Member of the Executive Committee

† Member of the Audit Committee

Annual Meeting

The company's Annual Meeting of Shareholders will be held at 11:00 a.m. on April 22, 1982 in the Arbutus Room of the Four Seasons Hotel, Vancouver, British Columbia.

